

RJ REYNOLDS

TOBACCO COMPANY

COPY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

November 24, 1997

RJR Account #194040

Ms. R. Fairbanks
FINKLE DIST., INC.

DORAL \$1.00 OFF 2-PACKS / TEAR TAPE PROMOTION #800004

Dear Ruth:

DORAL \$1.00 OFF 2-PACKS SPECIAL OFFER TEAR TAPE PRODUCT has been ordered (see quantities listed below), as well as **150** SKUs of preassembled Counter Displays (Item #535481) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases

| <u>Promoted Product</u> | <u>Brand Styles</u> | <u>UPC Code</u> |
|-----------------------------|---------------------|-----------------|
| <u>5</u> | Doral Light | 12300-24698 |
| <u>5</u> | Doral Light 100 | 12300-24750 |
| <u>5</u> | Doral Lt Men 100 | 12300-24752 |
| <u>5</u> | Doral FF 100 | 12300-24751 |

Product / Premium Arrival: **January 5, 1998**

Ship Date to Retail: **Week of: January 19, 1998**

Displays (Item #535481)

SKU CUBE: **0.4965**

SKU WT (w/o Product): **1.5625 lbs**

Retail Sales Offer per Sku: **20 units**

Billing per Sku: **4 Savings Cartons**

EFT \$ Amount: **\$3,020.83**

51845 8538

-2-

\$1.00 2-Pack Tear Tape
FINKLE DIST., INC.

Promotion Description:

Each Doral pack will have ".50¢ Off" Tear Tape. Product is pre-sleeved; each carton contains five 2-pack offers. One carton of each of the 4 brand styles should be placed in Counter Display and shipped to retail.

Brand Styles: Doral Lt / Doral Lt 100 / Doral Lt Men 100 / Doral FF 100

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST
See attached 'Wholesaler Packing Instructions'

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$98.00 (7 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: 162303

L. E. MacWilliams

Att: Wholesaler Packing Instructions

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

JAN50DOR.DOC

51845 8539

WHOLESALE : 194040 PINKLE DISTRIBUTORS, INC. <DIRECT>
 TEMPLATE : 800004 80100 DOR JAN \$1/2 NO
 TEMPLATE SEQ : 0023
 SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|--------|--------|---------------------|-------------------|----------------|----|-------|-----|-----|-----------|----------|---------------|
| 162201 | 162232 | 620423 | ROBO GAS #509 | 2 WILMINGTON RD. | LAKE PLACID | NY | 12946 | 1 | | 2021-0000 | | (518)523-8174 |
| 162202 | 162238 | 172455 | GAROFALO GROCERY | 155 E BRIDGE ST | OSWEGO | NY | 13126 | 1 | | | 975177 | (315)343-0580 |
| 162202 | 162238 | 289246 | D & W CONVENIENCE | RT 104 & 104B | NEW HAVEN | NY | 13121 | 1 | | | 975516 | (315)963-3694 |
| 162202 | 162236 | 673953 | BILL'S CLEVELAND | 276 STATE ROUTE 4 | CLEVELAND | NY | 13042 | 1 | | | | (315)675-8812 |
| 162202 | 162236 | 675059 | JAMIESON CORS CONV | RTE. 17 + ST RTE | WILLIAMSTOWN | NY | 13493 | 1 | | | 971127 | (315)964-7709 |
| 162202 | 162238 | 684885 | PIT STOP #99 | 433 COUNTY ROUTE | FULTON | NY | 13069 | 1 | | | 975169 | (315)598-8811 |
| 162202 | 162238 | 762537 | BREWERTON TRUE VALU | RT 11 & BARTELL R | BREWERTON | NY | 13029 | 1 | | | | (315)676-7110 |
| 162204 | 162226 | 369552 | RED BARREL #20 | 503 E MAIN ST | ENDICOTT | NY | 13760 | 1 | | 1872-0000 | 024893 | (607)754-8009 |
| 162204 | 162226 | 423441 | RED BARREL #21 | ROUTE 7 | SANITARIA SPGS | NY | 13833 | 2 | | 1872-0000 | 024901 | (607)648-2700 |
| 162204 | 162226 | 580011 | RED BARREL #11 | 63 MAIN ST | BINGHAMTON | NY | 13905 | 1 | | 1872-0000 | 024802 | (607)724-7319 |
| 162204 | 162226 | 583890 | RED BARREL #12 | 41 COMMERCIAL DR | JOHNSON CITY | NY | 13790 | 1 | | 1872-0000 | 024810 | (607)729-2105 |
| 162204 | 162226 | 941738 | RED BARREL #15 | 1454 FRONT ST | BINGHAMTON | NY | 13901 | 1 | | 1872-0000 | 024844 | (607)722-7509 |
| 162205 | 162230 | 699104 | POOJA ENTERPRISES | 4223 MILTON AVE | SYRACUSE | NY | 13219 | 1 | | | 959460 | (315)488-7944 |
| 162205 | 162237 | 760381 | POPPY'S PLACE | 507 WESTCOTT ST | SYRACUSE | NY | 13210 | 1 | | | | (315)474-0699 |
| 162205 | 162230 | 762043 | KELLY MOBIL | 631 S GEDDES ST | SYRACUSE | NY | 13204 | 1 | | | | (315)471-4397 |
| 162206 | 162236 | 172167 | B & K CONVENIENCE | 4644 TABERG ROAD | TABERG | NY | 13471 | 1 | | | | (315)337-7511 |
| 162206 | 162237 | 762367 | MANLIUS MOBIL | 325 PAYETTE ST | MANLIUS | NY | 13104 | 1 | | 1850-0000 | | (315)682-1330 |
| 162206 | 162235 | 762641 | RED BARREL #5 | 408 E MAIN ST | WEST WINFIELD | NY | 13491 | 2 | | 1872-0000 | 024745 | (315)822-5785 |
| 162206 | 162233 | 177340 | PALACE CIGAR STORE | 277 MAIN ST | ONEONTA | NY | 13820 | 1 | | | 906305 | (607)432-8385 |
| 162206 | 162233 | 177363 | RED BARREL #1 | RTE 23, SOUTHSIDE | ONEONTA | NY | 13820 | 1 | | 1872-0000 | 024711 | (607)432-8880 |
| 162206 | 162233 | 301419 | RED BARREL #17 | 1 ONEIDA ST | ONEONTA | NY | 13820 | 2 | | 1872-0000 | 024869 | (607)433-1425 |
| 162206 | 162233 | 465070 | RED BARREL #23 | RTE 23, SOUTHSIDE | ONEONTA | NY | 13820 | 1 | | 1872-0000 | 024927 | (607)433-9963 |
| 162206 | 162234 | 597204 | DOLGEVILLE NEWS | 6 SO MAIN ST | DOLGEVILLE | NY | 13329 | 1 | | | 959775 | (315)429-8487 |
| 162206 | 162237 | 607467 | LYNDON MOBIL | 6898 EAST GENESEE | PAYETTEVILLE | NY | 13066 | 1 | | 1850-0000 | | (315)445-9098 |
| 162206 | 162233 | 632711 | RED BARREL #7 | 325 MAIN ST | ONEONTA | NY | 13820 | 1 | | 1872-0000 | 024760 | (607)432-1123 |
| 162206 | 162236 | 762157 | SAKRAN & CESARIO IN | 7595 KIRKVILLE RD | EAST SYRACUSE | NY | 13057 | 1 | | | 964171 | (315)656-7751 |
| 162206 | 162236 | 762182 | RED BARREL #6 | ROUTE 12, SOUTH | NORWICH | NY | 13815 | 1 | | 1872-0000 | 024752 | (607)334-9557 |
| 162206 | 162237 | 186747 | MOBIL #08545F | 224 W GENESEE ST | PAYETTEVILLE | NY | 13066 | 1 | NYS | 1850-0000 | | (315)637-5691 |
| 162210 | 162233 | 337733 | RED BARREL #18 | RTE 7 & 8 | SIDNEY | NY | 13838 | 2 | | 1872-0000 | 024877 | (607)563-2524 |
| 162210 | 162233 | 370022 | RED BARREL #19 | ROUTE 28 | MARGARETVILLE | NY | 12455 | 1 | | 1872-0000 | 024885 | (914)586-2526 |
| 162210 | 162233 | 463736 | RED BARREL #24 | WEST & DELAWARE S | WALTON | NY | 13856 | 1 | | 1872-0000 | 024935 | (607)865-4080 |
| 162210 | 162227 | 643758 | GUJAR PETROLEUM | RT 209 | ELLENVILLE | NY | 12428 | 1 | | | | (914)647-5801 |
| 162210 | 162233 | 767363 | RED BARREL #3 | 1 W MAIN ST | SIDNEY | NY | 13838 | 1 | | 1872-0000 | 024737 | (607)563-1321 |
| 162210 | 162233 | 424893 | RED BARREL #22 | 65-69 BRIDGE & MA | UNADILLA | NY | 13849 | 2 | NYS | 1872-0000 | 024919 | (607)369-3500 |
| 162302 | 162302 | 130731 | KING FOODS | BAY & QUAKER ROAD | GLENS FALLS | NY | 12801 | 1 | | 2682-0000 | | (518)792-8201 |
| 162302 | 162320 | 177013 | CHESTER MARKET | RIVERSIDE DRIVE | CHESTERTOWN | NY | 12817 | 1 | | | 906164 | (518)494-3013 |
| 162302 | 162320 | 177079 | PUTORTIS BROADWAY M | 155 BROADWAY | WHITEHALL | NY | 12887 | 1 | | | | (518)499-0788 |
| 162302 | 162320 | 362026 | BAILEY DELI & BAKER | 43 CANADA ST | LAKE GEORGE | NY | 12845 | 1 | | | 986356 | (518)668-4730 |
| 162302 | 162320 | 766818 | LUZERNE MARKET | MAIN STREET | LAKE LUZERNE | NY | 12846 | 1 | | | | (518)696-4234 |
| 162302 | 162320 | 767092 | MINI CHOPPER #63 | 127 RIDGE ST | GLENS FALLS | NY | 12801 | 1 | | 1427-0000 | | (518)792-7736 |
| 162302 | 162320 | 737465 | THE CORNER DELI | 36 FEEDER DAM RD | S GLENS FALLS | NY | 12803 | 1 | | | | (518)792-1858 |
| 162302 | 162320 | 737866 | HUDSON MART | 346 MAIN ST | HUDSON FALLS | NY | 12839 | 1 | | | | (518)747-0100 |

WHOLESALE : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
 TEMPLATE : 800004 80100 DOR JAN 51/2 NO
 TEMPLATE SEQ : 0023
 SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|--------|--------|----------------------|--------------------|----------------|----|-------|-----|-----|-----------|----------|---------------|
| 162303 | 162234 | 026388 | RED BARREL #10 | RTE 7 & 30A | CENTRAL BRIDGE | NY | 12035 | 1 | | 1872-0000 | 024794 | (518)868-2659 |
| 162303 | 162234 | 745229 | JEN'S CORNER DELI | 500 N MARKET ST | JOHNSTOWN | NY | 12095 | 1 | | | | (518)762-5367 |
| 162303 | 162234 | 757103 | TWINS | SEC INC. | JOHNSTOWN | NY | 12095 | 1 | | | | (518)762-4421 |
| 162303 | 162324 | 767243 | MINI CHOPPER #85 | 1810 VAN VRANKEN | SCHENECTADY | NY | 12308 | 1 | | 1427-0000 | | (518)393-5054 |
| 162303 | 162324 | 767268 | EASTERN PARKWAY #70 | 838 MCCLELLAN ST | SCHENECTADY | NY | 12304 | 1 | | 1427-0000 | | (518)374-0302 |
| 162303 | 162324 | 767617 | TIFFANY'S CNTRY MK | 8413 WESTERN TPKE | DELANSON | NY | 12053 | 1 | | | | (518)895-8328 |
| 162303 | 162322 | 767809 | NORTHVILLE ROBIN SE | MAIN & BRIDGE | NORTHVILLE | NY | 12134 | 2 | | 3643-0000 | | (518)863-8901 |
| 162303 | 162234 | 779803 | FOUR CORNERS GROCER | MAHAKALI, INC. | GLOVERSVILLE | NY | 12078 | 1 | | | | (518)773-5077 |
| 162303 | 162324 | 027186 | SAS SINGH AUTO SERV | 2470 ALBANY ST | SCHENECTADY | NY | 12304 | 1 | | | | (518)393-3737 |
| 162303 | 162322 | 130267 | REID HILL MOBIL | 165 CHURCH ST | AMSTERDAM | NY | 12010 | 1 | | | | (518)842-4721 |
| 162303 | 162234 | 130271 | CLYDES STOP N SHOP | WASHINGTON ST & PE | JOHNSTOWN | NY | 12095 | 1 | | | | (518)762-2990 |
| 162303 | 162322 | 175613 | MINI CHOPPER #64 | 821 NEW SCOTLAND | ALBANY | NY | 12208 | 1 | | 1427-0000 | | (518)489-8081 |
| 162303 | 162324 | 175765 | MINI CHOPPER #65 | 2248 BROADWAY | SCHENECTADY | NY | 12306 | 1 | | 1427-0000 | | (518)372-4960 |
| 162303 | 162322 | 176593 | FULLERS CORNER STOR | RR 1 BOX 547 | NORTHVILLE | NY | 12134 | 1 | | | | (518)863-4190 |
| 162303 | 162234 | 177257 | FRANKS MARKET | 261 W FULTON ST | GLOVERSVILLE | NY | 12078 | 1 | | | | (518)725-7422 |
| 162303 | 162324 | 240242 | HOLMES & KUGLER | 717 NOTT ST | SCHENECTADY | NY | 12308 | 1 | | | | (518)382-8477 |
| 162303 | 162234 | 287798 | PHILBROOKS MARKET | 27 MAIN STREET | FULTONVILLE | NY | 12072 | 1 | | | | (518)853-4722 |
| 162303 | | 343317 | KING FOODS 8605 | 1600 WESTERN AVE | ALBANY | NY | 12203 | 1 | | 2682-0000 | | (518)456-6388 |
| 162303 | 162234 | 363861 | FT PLAIN NEWS | 58 MAIN ST | FORT PLAIN | NY | 13339 | 1 | | | | (518)993-4988 |
| 162303 | 162234 | 440243 | CONVENIENT CORNER II | 5 COMERIE AVENUE | JOHNSTOWN | NY | 12095 | 1 | | 3643-0000 | | (518)762-7353 |
| 162303 | 162322 | 472795 | MINI KWIK | ROUTE 30 | AMSTERDAM | NY | 12010 | 1 | | | | (518)842-2537 |
| 162303 | 162324 | 528013 | ALBANY BEVERAGE | 3899 CARMEN RD | SCHENECTADY | NY | 12303 | 1 | | | | (518)355-4370 |
| 162303 | 162322 | 546784 | CONVENIENT CORNER I | ROUTE 30 | BROADALBIN | NY | 12025 | 2 | | 3643-0000 | | (518)883-3595 |
| 162303 | 162234 | 558185 | MINI KWIK | 207 W FULTON ST | GLOVERSVILLE | NY | 12078 | 1 | | | | (518)725-5289 |
| 162303 | 162324 | 565311 | UPTOWN BEVERAGE | 1866 ALTAMONT AVE | SCHENECTADY | NY | 12303 | 1 | | | | (518)355-2305 |
| 162303 | 162322 | 577317 | MARK COLONEY | D/B/A COLONEY SAL | NORTHVILLE | NY | 12134 | 1 | | | | (518)863-4363 |
| 162303 | 162324 | 578453 | OZBAY SERVICE CENTE | 1605 BROADWAY | SCHENECTADY | NY | 12306 | 1 | | | | (518)374-8867 |
| 162303 | 162322 | 579941 | COUNTRY CUPBOARD | RT 5 SOUTH | PATTERSONVILLE | NY | 12137 | 1 | | | | (518)887-9812 |
| 162303 | 162322 | 586076 | TIMAR'S ENTERPRISES | 437 SARATOGA RD | SCOTIA | NY | 12302 | 1 | | | | (518)399-8773 |
| 162303 | 162234 | 589558 | BUHRMASTER INC. | 204 N PERRY ST | JOHNSTOWN | NY | 12095 | 1 | | | | (518)762-4617 |
| 162303 | 162324 | 626474 | HOLMES & KUGLER | 127 ERIE BLVD | SCHENECTADY | NY | 12308 | 1 | | | | (518)382-1491 |
| 162303 | 162234 | 642209 | ERICA'S | 82 WEST EIGHT AVE | GLOVERSVILLE | NY | 12078 | 1 | | | | (518)725-9153 |
| 162303 | 162234 | 642210 | O'BRIEN VIDEO | 60 1/2 ELMWOOD DR | GLOVERSVILLE | NY | 12078 | 1 | | | | (518)773-8221 |
| 162303 | 162322 | 669794 | MARIANVILLE LAKESID | 8865 MARIANVILLE | PATTERSONVILLE | NY | 12137 | 1 | | | | (518)864-5496 |
| 162303 | 162234 | 693380 | MARIANNE'S MINI MAR | 1008 STATE HIGHWA | GLOVERSVILLE | NY | 12078 | 1 | | | | |
| 162303 | 162234 | 700524 | JOHNSTOWN BEVERAGE | 490 N PERRY ST | JOHNSTOWN | NY | 12095 | 1 | | | | (518)762-6677 |
| 162303 | 162324 | 704359 | CARMEN GETTY | 3300 CARMEN RD | SCHENECTADY | NY | 12303 | 1 | | | | (518)355-8760 |
| 162304 | 162321 | 175519 | BONFARE FN FD | 2 SOUTH ST | BALLSTON SPA | NY | 12020 | 1 | | | | (518)885-4443 |
| 162304 | 162322 | 777276 | LATHAM FOOD MART | 389 TROY SCHENECT | LATHAM | NY | 12110 | 1 | | | | (518)785-3282 |
| 162304 | 162321 | 176471 | MINI CHOPPER #71 | CHURCH ST & RAILR | SARATOGA SPGS | NY | 12866 | 1 | | 1427-0000 | | (518)584-2770 |
| 162304 | 162322 | 176552 | DICK & JERRY'S | ROUTE 29 & ROUTE | GALWAY | NY | 12074 | 1 | | | | (518)882-9394 |
| 162304 | 162322 | 176553 | VASELS STATION | ROUTE 29 RD 1 | GALWAY | NY | 12074 | 1 | | | | (518)882-9414 |
| 162304 | 162321 | 176702 | MINI CHOPPER #61 | 91 N MAIN ST | MECHANICVILLE | NY | 12118 | 1 | | 1427-0000 | | (518)664-2520 |

WHOLESALE : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
 TEMPLATE : 800004 80100 DOR JAN \$1/2 NO
 TEMPLATE SEQ : 0023
 SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|--------|--------|---------------------|-------------------|----------------|----|-------|-----|-----|-----------|----------|----------------|
| 162304 | 162321 | 361644 | WEVER MOBIL MART | 219 GUIDEBOARD RO | HALFMOON | NY | 12188 | 1 | | | 916379 | (518) 383-9189 |
| 162304 | 162321 | 410914 | SCHAGHTICOKE CARWAS | MAIN STREET | SCHAGHTICOKE | NY | 12154 | 1 | | | | (518) 753-4072 |
| 162304 | 162321 | 450796 | WILTON MOBIL MART | 216 BALLARD RD | GANSEVOORT | NY | 12831 | 1 | | | | (518) 584-5884 |
| 162304 | 162321 | 484757 | WEVER MOBIL MART | 75 HUDSON AVENUE | STILLWATER | NY | 12170 | 1 | | | | (518) 664-4121 |
| 162304 | 162321 | 553883 | BONFARE FN PD | GEYSER ROAD | BALLSTON SPA | NY | 12020 | 1 | | | | (518) 885-7519 |
| 162304 | 162321 | 624483 | U.S. FOOD MART | 118 GARNER STREET | COHOES | NY | 12047 | 1 | | | | (518) 237-0530 |
| 162304 | 162321 | 677775 | GEMMETT RAINBOW | 3775 LEWIS RD | BALLSTON SPA | NY | 12020 | 1 | | | | (518) 885-4847 |
| 162304 | 162321 | 689443 | MALTA CORNER | MINI MART | BALLSTON SPA | NY | 12020 | 1 | | | | (518) 899-3306 |
| 162304 | 162321 | 744043 | WEVER CAR WASH | CORNER RT 29 & 40 | GREENWICH | NY | 12834 | 1 | | | | (518) 692-3196 |
| 162304 | 162321 | 747501 | PAULIE PROVISIONS | 12 WASHINGTON AVE | WATERFORD | NY | 12188 | 1 | | | | (518) 235-9771 |
| 162304 | | 777274 | CAPUTO'S APLUS60036 | 521 BROADWAY | SARATOGA SPRIN | NY | 12866 | 1 | | 0362-0101 | | (518) 583-4202 |
| 162305 | 162326 | 175575 | DELMAR BEVERAGE CTR | 242 DELAWARE AVE | DELMAR | NY | 12054 | 1 | | | | (518) 439-3275 |
| 162305 | 162322 | 176021 | EMIL'S NEWS | 99 WASHINGTON AVE | ALBANY | NY | 12210 | 1 | | | | (518) 462-0886 |
| 162305 | 162324 | 186732 | RED BARREL #16 | 1 MAIN STREET | MIDDLEBURGH | NY | 12122 | 1 | | 1872-0000 | 024851 | (518) 827-5656 |
| 162305 | 162326 | 241413 | KETCHUM'S GENERAL | RT 143 PO BOX 212 | WESTERLO | NY | 12193 | 1 | | | | (518) 797-3403 |
| 162305 | 162322 | 362019 | LARK ST NEWS & GROC | 252 LARK ST | ALBANY | NY | 12210 | 1 | | | | (518) 465-5800 |
| 162305 | 162322 | 385765 | ALBANY NEWS & VARIE | 396 CENTRAL AVE | ALBANY | NY | 12206 | 1 | | | | (518) 427-0271 |
| 162305 | 162322 | 453011 | HAGMART INC | 791 NEW SCOTLAND | ALBANY | NY | 12208 | 1 | | | 958074 | (518) 458-7854 |
| 162305 | | 506336 | LINDY'S QUICK SHOPP | 1 MAIN ST | WORCESTER | NY | 12197 | 1 | | | 911065 | (607) 397-1827 |
| 162305 | 162322 | 542554 | A-PLUS #60009F | 1221 WESTERN AVE | ALBANY | NY | 12203 | 1 | | 0362-0102 | | (518) 489-1746 |
| 162305 | 162322 | 571197 | HAGMART WEST INC | 1181 WESTERN AVE | ALBANY | NY | 12203 | 1 | | | 958082 | (518) 438-4794 |
| 162305 | | 641092 | RED BARREL #2 | ROUTE 7 EAST | COBLESKILL | NY | 12043 | 1 | | 1872-0000 | 024729 | (518) 234-4767 |
| 162305 | 162324 | 653563 | HAGMART NORTH, INC. | 106 MAPLE AVENUE | ALBANY | NY | 12186 | 1 | | | 939942 | (518) 765-9333 |
| 162305 | 162326 | 660703 | DELAWARE & ELM MOBI | 594 DELAWARE AVE | DELMAR | NY | 12054 | 1 | | | | (518) 439-3682 |
| 162305 | 162327 | 693697 | GUJAR PETROLEUM | 336 E CHESTER ST | KINGSTON | NY | 12401 | 1 | | | | (914) 331-7286 |
| 162305 | 162322 | 700333 | QUAIL STREET NEWS | 122 QUAIL ST | ALBANY | NY | 12206 | 1 | | | | (518) 465-8123 |
| 162305 | 162327 | 721873 | AIS PETROLEUM | 585 BROADWAY | KINGSTON | NY | 12401 | 1 | | | | (914) 331-3099 |
| 162305 | | 729858 | COUNTRYSIDE MOBIL | MART | EAST BERNE | NY | 12059 | 1 | | | | (518) 872-1989 |
| 162305 | 162328 | 766856 | FT & SAMI, INC. | ROUTE 28 & ZENA R | KINGSTON | NY | 12401 | 1 | | | 949867 | (914) 679-9436 |
| 162306 | 162326 | 176271 | DAVE'S MARKET | ROUTE 43 | STEPHENTOWN | NY | 12168 | 1 | | | | (518) 733-5733 |
| 162306 | 162326 | 508996 | W SAND LAKE MOB08FI | RT 150 & RT 43 | WEST SAND LAKE | NY | 12196 | 1 | | | 974964 | (518) 674-8377 |
| 162306 | 162326 | 580521 | GREENBUSH TAPE&LABE | DBA JIFF E MART | AVERRILL PARK | NY | 12018 | 1 | | | 931667 | (518) 674-0145 |
| 162306 | 162326 | 619795 | MINI CHOPPER #86 | 53 MAIN ST | CHATHAM | NY | 12037 | 1 | | 1427-0000 | | (518) 392-9550 |
| 162306 | 162327 | 705374 | M&S MART, INC. | 6337 RT. 209 & 42 | KERHONKSON | NY | 12446 | 1 | | | | (914) 626-0623 |
| 162306 | 162326 | 706812 | CPF SUNOCO CHATHAM | 52 HUDSON AVE | CHATHAM | NY | 12037 | 1 | | | | (518) 392-5442 |
| 162306 | | 714675 | MANI PETROLINE | 124 FAIRVIEW AVE | HUDSON | NY | 12534 | 1 | | | 969634 | (518) 828-1580 |
| 162306 | 162325 | 728378 | US MOBIL MART | 295 COLUMBIA TPKE | RENSSELAER | NY | 12144 | 1 | | | | (518) 477-4410 |
| 162306 | 162325 | 767452 | BONFARE FN FD 51031 | 908 RIVER ST | TROY | NY | 12180 | 1 | | | 1031 | (518) 273-8215 |
| 162306 | 162328 | 178609 | UNITED SMOKESHOP | 2 E MARKET ST | RHINEBECK | NY | 12572 | 1 | | | | (914) 876-7185 |
| 162308 | 162329 | 444732 | MALWA CORPORATION | 266 STATE ROUTE 5 | LAGRANGEVILLE | NY | 12540 | 1 | | | 943266 | (914) 452-3060 |
| 162308 | 162329 | 701398 | GARCHA PETROLEUM CO | 127 W MAIN ST | WAPPINGERS FLS | NY | 12590 | 1 | | | | (914) 297-6880 |
| 162308 | 162328 | 740272 | COBBLE POND FARMS | ROUTE 82 | STANFORDVILLE | NY | 12581 | 1 | | | | (914) 868-7031 |
| 162605 | 162226 | 039829 | RED BARREL #9 | MAIN STREET | CHENANGO BRIDG | NY | 13745 | 1 | | 1872-0000 | 024786 | (607) 648-2844 |

WHOLESALER : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>
TEMPLATE : 800004 80100 DOR JAN \$1/2 NO
TEMPLATE SEQ : 0023
SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|--------|--------|-------------------|-------------------|------------|----|-------|-----|-----|-----------|----------|---------------|
| 162605 | 162228 | 269986 | SUNOCO COOP #7471 | N MAIN & SECOND | ELMIRA | NY | 14901 | 3 | | 0362-0302 | | (607)732-9710 |
| 162605 | 162228 | 515814 | SUNOCO COOP #7473 | 48 DENISON PARKWA | CORNING | NY | 14830 | 3 | | 0362-0302 | | (607)936-9713 |
| 162605 | 162228 | 691794 | SUNOCO COOP #7475 | 501 E WATER ST | ELMIRA | NY | 14901 | 2 | | 0362-0302 | | (607)734-9060 |
| 162605 | 162228 | 764325 | SUNOCO COOP #7474 | 1123 S MAIN ST | HORSEHEADS | NY | 14845 | 1 | NYS | 0362-0302 | | (607)739-3715 |

PAGE BREAK TOTAL ACCOUNTS 132 TOTAL QUANTITY 144

TEMPLATE TOTAL ACCOUNTS 132 TOTAL QUANTITY 144

51845 8543

WHOLESALE PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS

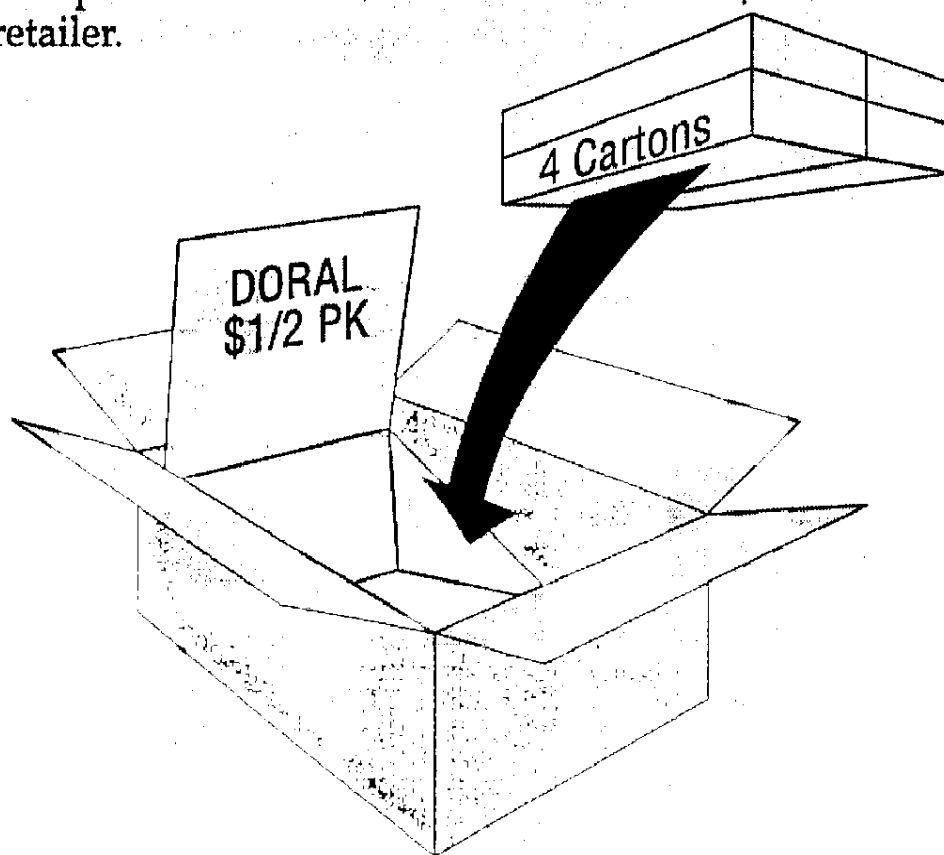
1ST QTR. '98

January DORAL \$1.00/2 PK

(\$1.00 off 2 packs—Pack Outlets, CTS Pack)

STEPS

1. Open DORAL \$1/2 PK shipping case.
2. Place 4 cartons of Doral promotional product into shipper/display case. Promotional product is in white cartons and is pre-sleeved.
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



51845 8544

Item: # 535481 - Pack Outlets

535625 - CTS Pack

Description: DORAL \$1/2 PACKS Display / POS kit

* Pack 4 ctns per display
4 styles may not be
shipped to all direct Acct.

| Brand Style | LIGHT | LIGHT 100 | LIGHT MEN 100 | FF 100 | | |
|-------------------|-------|-----------|---------------|--------|--|--|
| Number of Cartons | 1 | 1 | 1 | 1 | | |